

**EXHIBIT C  
Servers**

Intel/ AMD Based

**ESI - Cisco**

*Minimum Configurations*

<b>Tower Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon E3-1200v2 3.10GHz 8GB Memory	<b>Cisco UCS C22</b>	4,738.00	35.00%	3,079.70	<a href="http://www.buildprice.cisco.com">www.buildprice.cisco.com</a>
100 GB Hard Drive					
Onboard SATA					
DVD Writer					
No OS installed					
Gigabit Ethernet Adapter					
<b>Rack Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon E5-2407 2.2GHz 8GB Memory	<b>Cisco UCS C24</b>	6,032.00	35.00%	3,920.80	<a href="http://www.buildprice.cisco.com">www.buildprice.cisco.com</a>
Onboard SATA					
100 GB Hard Drive					
Gigabit Ethernet Adapter					
No OS installed					
<b>Blade Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel E5-2430 2.2GHz 8GB Memory	<b>Cisco UCSB-B200M3-U</b>	8,491.00	35.00%	5,519.15	<a href="http://www.buildprice.cisco.com">www.buildprice.cisco.com</a>
100 GB Hard Drive					
Gigabit Ethernet Adapter					
No OS installed					

Warranty is three years on-site for all server models and future models.

Additional warranty and services may be offered on the Services & Warranty tab **Included in unit price above**

AMD processors must be at least equivalent to listed Intel processors

<b>Minimum Percentage Discount for Server Accessories (see note #2)</b>	<b>20.00%</b>
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
APC	10.00%
Acer	5.00%
Anthro	10.00%
ASUS	5.00%
Barracuda	10.00%
Belkin	10.00%
Citrix	10.00%
Eaton	10.00%
Epson	5.00%
Kingston	10.00%
Leibert	10.00%
Lifesize	10.00%
Logitech	10.00%
Microsoft	5.00%
Ncomputing	15.00%
NEC	10.00%
Novell	10.00%
Sharp	10.00%
Sony	5.00%
Symantec	10.00%
Targus	10.00%
Tripplite	10.00%
VMWare	10.00%
Earthwalk (carts only)	20.00%
Datamation (carts only)	8.00%
Ergotron (carts only)	8.00%

## Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Rate
	\$
Network Engineer, Senior	181.00
Network Engineer, Intermediate	\$
	161.00
Network Engineer, Junior	\$
	134.00
Help Desk Engineer	\$
	45.00
PC Technician	\$
	50.00
VoIP Engineer, Senior	\$
	181.00
VoIP Engineer, Intermediate	\$
	161.00
VoIP Engineer, Junior	\$
	134.00
Server Application Engineer - Senior	\$
	161.00
Server Application Engineer - Intermediate	\$
	181.00
Server Application Engineer - Junior	\$
	161.00
Directory Services Engineer	\$
	134.00
Software/Application Security Services	\$
	150.00
Computer Technician	\$
	60.25
Tech Writer	\$
	75.00
Project Manager	\$
	125.00
Microsoft Systems Engineer - Intermediate	\$
	150.00
Microsoft Systems Engineer - Senior	\$
	175.00
ESI Managed Service Offerings	15% off ESI List Price
ESI Fixed Price Projects	15% off ESI List Price
ESI Pre/Post Warranty Services	15% off ESI List Price
ESI Logistic Services (MAC)	15% off ESI List Price
ESI PC, Server and Hardware Installation Services	15% off ESI List Price
Helpdesk Support Services	15% off ESI List Price
All other ESI Services	15% off ESI List Price

# EXHIBIT C

PC  
Intel or AMD Based

## ESI - Hewlett Packard

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>Desktop Offering</b>	HP - ProDesk 600 G1 SFF C8T89AV	1,203.00	25.00%	902.25	25.00%	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics)	3.8Ghz					
4GB 1600MHZ Memory						
500GB 7200 rpm SATA						
CDRW/DVD+/-RW Combo Drive						
Microsoft Windows 7 Professional Compatible						
Two Front Facing USB Ports or greater						
19" LED Monitor (minimum )	20" Monitor (not included in unit price above)	\$185	15.00%	\$157.25	15.00%	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Two button USB optical mouse with scroll wheel						
USB Keyboard with 103 keys						
10/100/1000 RJ-45						

Warranty is three years on-site NBD for all desktop models and future models. Additional types of warranties may be offered on the Services & Included in unit Warranty tab **price above**

AMD processors must be at least equivalent to listed Intel processors

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>All-In-One Offering</b>	HP ProOne 600 G1 AIO	1,248.00	25.00%	936.00	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Intel i3-2020 Processor (Dual Core, 3MB Cache w/HD 2500 Graphics)					
4GB 1600MHZ Memory					
500GB 7200 rpm SATA					
DVD+/-RW Combo Drive					
Microsoft Windows 7 Professional Compatible					
20" Display					
Two button USB optical mouse with scroll wheel					
USB Keyboard with 103 keys					
10/100 RJ-45					

Warranty is three years on-site NBD for all All-in-One models and future models. Additional types of warranties may be offered on the **Included in unit** accessories tab **price above**

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.

<http://www.vita.virginia.gov/scm/default.aspx?id=87>

\* Excludes HP SmartBuy Bundles as they are already discounted

## Laptop

Intel/ AMD Based

## ESI - Hewlett Packard

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>Laptop Offering</b>	<b>HP 6470b</b>	<b>1,433.00</b>	<b>28.00%</b>	<b>1,031.76</b>	<b>28.00%</b>	<b><a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a></b>
Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000)						
4GB RAM or greater						
500GB 7200 RPM SATA hard drive or greater						
CDRW/DVD+/-RW Combo Drive or better						
Microsoft Windows 7 Professional Compatible						
802.11a/b/g/n integrated wireless						
Energy Star qualified						
14.1 inch screen or greater						

Warranty is three years next day exchange for all laptop models and future models. Additional types of warranties may be offered on the Services & Warranty tab

**Included in unit price above**

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process.

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals. <http://www.vita.virginia.gov/scm/default.aspx?id=87>

Note #3 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes HP SmartBuy Bundles as they are already discounted**

**Chromebook**

**ESI - Hewlett Packard**

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	<b>HP Chromebook 11</b>	<b>587.00</b>	<b>21.00%</b>	<b>463.73</b>	<b><a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a></b>
Intel Celeron 847 1.1GHz					
4GB RAM or greater					

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>15.00%</b>
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<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
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16GB Hard Drive or greater
Chrome OS Operating System
802.11a/b/g/n integrated wireless
HD Webcam (1280x720)
11.6 inch screen or greater

Warranty is three years NBD Exchange for all Chromebook models and future models.

Additional types of warranties may be offered on the **Included in unit** price above  
Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>18.00%</b>
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(Was 10%)

<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
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\* Excludes HP SmartBuy Bundles as they are already discounted

### Thin Client

Intel/ AMD Based

### ESI - Hewlett Packard

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discount ed Price	Public Site to Verify Model #/List Price
<b>Thin Client Offering</b>	HP t610 B8C95AA	704.00	18.00%	577.28	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
2 USB's					
Firefox or IE Browser					
10/100/100 Base-T					
1GB Flash Storage					
1GB Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
Windows 7 Professional					

Warranty is three years NBD exchange for all Thin Client models and future models.

Additional types of warranties may be offered on the **Included in unit** price above  
Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

**\* Excludes HP SmartBuy Bundles as they are already discounted**

### Rugged Tablet Windows

#### ESI - Hewlett Packard

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Tablet Offering</b>	<b>B6A69AV ElitePad 900</b>	<b>1,185.00</b>	<b>18.00%</b>	<b>971.70</b>	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Mil-Std 810G Certified					
Intel or AMD Processor					
4GB RAM or greater					
128GB Storage					
Microsoft Windows 7 Professional or higher					
802.11a/g/n integrated wireless					
10.1 inch screen or greater					

Warranty is three years NBD Exchange for all Rugged Tablet Win models and future models.

Additional types of warranties may be **Included in unit**  
offered on the Services & Warranty tab

price above

<b>Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)</b>	<b>7.00%</b>
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<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes HP SmartBuy Bundles as they are already discounted**

### Android Tablet

#### Hewlett Packard

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Tablet Offering</b>	<b>HP Slate 7</b>	<b>270.00</b>	<b>10.00%</b>	<b>243.00</b>	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Dual Core Processor					
1GB RAM or greater					
16GB Storage or greater					



Android 4.0 OS or higher
802.11b/g/n integrated wireless
SD Card Memory Expansion slot
Front and rear camera
7 inch screen or greater

Warranty is three years NBD Exchange for all Android Tablet models and future models. Additional types of warranties may be offered on the **Included in unit price above** Services & Warranty tab

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes HP SmartBuy Bundles as they are already discounted**

#### Windows Tablets

### ESI - Hewlett Packard

*Minimum Configurations*

Tablet Offering
Intel or AMD Processor
1GB RAM or greater
16GB Storage or greater
Windows 7 Professional or higher
802.11b/g/n integrated wireless
SD Card Memory Expansion slot
Front and rear camera
8 inch screen or greater

Warranty is three years NBD Exchange for all Window Tablet models and future models. Additional types of warranties may be offered on the **Included in unit price** Services & Warranty tab

<b>Minimum Percentage Discount for Android Tablet Accessories (see note #2)</b>	<b>7.00%</b>
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<a href="http://h18000.www1.hp.com/showroom/ip/">http://h18000.www1.hp.com/showroom/ip/</a>
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Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
HP ElitePad B6A69AV	1,185.00	20.00%	948.00	<a href="http://h18000.www1.hp.com/showroom/ip/">http://h18000.www1.hp.com/showroom/ip/</a>

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

(Was 10%)

<b>Minimum Percentage Discount for Windows Tablets Accessories (see note #2)</b>	<b>18.00%</b>
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<http://h18000.www1.hp.com/showroom/ipl>

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes HP SmartBuy Bundles as they are already discounted**

## Servers

Intel/ AMD Based

## ESI - Hewlett Packard

Minimum Configurations

<b>Tower Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon E3-1200v2 3.10GHz 8GB Memory 100 GB Hard Drive Onboard SATA DVD Writer No OS installed Gigabit Ethernet Adapter	HP Proliant ML310E Gen 8	1,825.00	26.00%	1,350.50	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
<b>Rack Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon E5-2407 2.2GHz 8GB Memory Onboard SATA 100 GB Hard Drive Gigabit Ethernet Adapter No OS installed	HP Proliant DL360E Gen 8	3,443.00	26.00%	2,547.82	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
<b>Blade Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel E5-2430 2.2GHz 8GB Memory 100 GB Hard Drive Gigabit Ethernet Adapter No OS installed	HP BL420C Gen 8	3,070.00	26.00%	2,271.80	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>

Warranty is three years on-site for all server models and future models.

Additional warranty and services may be offered on the Services & Warranty tab **Included in unit price above**

AMD processors must be at least equivalent to listed Intel processors

Minimum Percentage Discount for Server Accessories (see note #2)	20.00%
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

*\* Excludes HP SmartBuy Bundles as they are already discounted*

## Peripherals

### ESI - Hewlett Packard

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTSE9H/8GBZ	10.00	7.00%	9.30	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
16 GB	DTSE9H/16GBZ	17.00	7.00%	15.81	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
32 GB	DTSE9H/32GBZ	34.00	7.00%	31.62	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
17" LCD	AS171-BK	139.00	12.00%	122.32	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
19" LCD	VA2037A-LED	152.00	12.00%	133.76	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
				0.00	
Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	P74	11.99	7.00%	11.15	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
8 Outlet 8ft cord 2500 Joule	P11VT3	39.99	7.00%	37.19	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
				0.00	
Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	910-001601	9.99	7.00%	9.29	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	920-002478	14.99	7.00%	13.94	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-004088	29.99	7.00%	27.89	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	A3L791-10-BLK-S	5.99	7.00%	5.57	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>

7 ft CAT5e	A3L781-07-BLK	5.99	7.00%	5.57	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
3 ft CAT6	A3L980B03-BLU-S	7.49	7.00%	6.97	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
7' CAT6	A3L980B07-BLU-S	8.29	7.00%	7.71	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
HDMI to HDMI M/M 6ft	HDMMU6	13.99	7.00%	13.01	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	97395	172.00	7.00%	159.96	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
500 GB USB 3.0 (portable)	97656	126.00	7.00%	117.18	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
2 TB USB 3.0 (external desktop)	STBV2000100	119.99	7.00%	111.59	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
4 TB USB 3.0 (external desktop)	WDBCPZ0040HALNESN	229.99	7.00%	213.89	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1024x768 max digital video resolution	CS0300-1N	19.99	7.00%	18.59	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 max digital video resolution	CS720A0-1N	39.99	7.00%	37.19	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 2.0 7 port hub, power supply included	JU-H70411-S2	59.99	7.00%	55.79	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Mini hub 4 port hi speed USB, no power supply needed	JU-H40812-S1	59.99	7.00%	55.79	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Speakers	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	980-000417	24.99	7.00%	23.24	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
PC Multimedia speakers system, 2 speakers, subwoofer, 30 watt audio system nominal output power, 2.1 channel speaker system configuration, mini-phone stereo 3.5mm, power supply included	CA-3602	57.99	7.00%	53.93	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	QL-500	69.99	7.00%	65.09	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	BE550G	69.99	10.00%	62.99	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
UPS external, 1440 VA power capacity, 7 min battery run time	SMT1500	559.00	10.00%	503.10	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>
UPS 750 VA power capacity, 16 min battery run time	SMT750	329.00	10.00%	296.10	<a href="http://h18000.www1.hp.com/showroom/ipl">http://h18000.www1.hp.com/showroom/ipl</a>

**\*\*\*\*Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment**

**\*\*\*Warranty is manufacturer's warranty for all peripherals**

**\*\*\*\*Once a supplier wins the peripherals category, their entire catalog of peripherals can be offered to the Commonwealth of Virginia and other public bodies. VITA reserves the right to reject any proposed products during the term of an awarded contract**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
APC	10.00%
Acer	5.00%
Anthro	10.00%
ASUS	5.00%
Barracuda	10.00%
Belkin	10.00%
Citrix	10.00%
Eaton	10.00%
Epson	5.00%
Kingston	10.00%
Leibert	10.00%
Lifesize	10.00%
Logitech	10.00%
Microsoft	5.00%
Ncomputing	15.00%
NEC	10.00%
Novell	10.00%
Sharp	10.00%
Sony	5.00%
Symantec	10.00%
Targus	10.00%
Tripplite	10.00%
VMWare	10.00%

### **Services and Warranty**

**In the fields below, enter any services you chose to offer,  
as well as pricing**

<b>Service or Warranty Description</b>	<b>Rate</b>
	\$
Network Engineer, Senior	181.00
Network Engineer, Intermediate	\$
	161.00
Network Engineer, Junior	\$
	134.00
Help Desk Engineer	\$
	45.00
PC Technician	\$
	50.00
VoIP Engineer, Senior	\$
	181.00
VoIP Engineer, Intermediate	\$
	161.00
VoIP Engineer, Junior	\$
	134.00

Server Application Engineer - Senior	\$	
	161.00	
Server Application Engineer - Intermediate	\$	
	181.00	
Server Application Engineer - Junior	\$	
	161.00	
Directory Services Engineer	\$	
	134.00	
Software/Application Security Services	\$	
	150.00	
Computer Technician	\$	60.25
Tech Writer	\$	
	75.00	
Project Manager	\$	
	125.00	
Microsoft Systems Engineer - Intermediate	\$	150.00
Microsoft Systems Engineer - Senior	\$	175.00
ESI Managed Service Offerings	15% off ESI List Price	
ESI Fixed Price Projects	15% off ESI List Price	
ESI Pre/Post Warranty Services	15% off ESI List Price	
ESI Logistic Services (MAC)	15% off ESI List Price	
ESI PC, Server and Hardware Installation Services	15% off ESI List Price	
All other ESI Services	15% off ESI List Price	

# EXHIBIT C

## PC

Intel or AMD Based

### ESI - Dell

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<i>Minimum Configurations</i>	<b>Dell Optiplex 3010 MT</b>	<b>1,105.00</b>	<b>25.00%</b>	<b>828.75</b>	<b>25.00%</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

#### Desktop Offering

Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics)
4GB 1600MHZ Memory
500GB 7200 rpm SATA
CDRW/DVD+/-RW Combo Drive
Microsoft Windows 7 Professional Compatible
Two Front Facing USB Ports or greater
19" LED Monitor (minimum)
Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100/1000 RJ-45

Warranty is three years on-site NBD for all desktop models and future models. Additional types of warranties may be offered on the Services & **Included in unit** Warranty tab

price above

AMD processors must be at least equivalent to listed Intel processors

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<i>Minimum Configurations</i>	<b>Dell Optiplex 3011 AIO</b>	<b>1,158.00</b>	<b>25.00%</b>	<b>868.50</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellprice">http://ftpbox.us.dell.com/slg/weekly/dellprice</a>

#### All-In-One Offering

Intel i3-2020 Processor (Dual Core, 3MB Cache w/HD 2500 Graphics)
4GB 1600MHZ Memory
500GB 7200 rpm SATA
DVD+/-RW Combo Drive
Microsoft Windows 7 Professional Compatible
20" Display
Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100 RJ-45

Warranty is three years on-site NBD for all All-in-One models and future models. Additional types of warranties may be offered on the **Included in unit** accessories tab

price above

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.

<http://www.vita.virginia.gov/scm/default.aspx?id=87>

\* Excludes Dell Smart Select Bundles as they are already discounted

## Laptop

Intel/ AMD Based

### ESI - Dell



Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>Laptop Offering</b>	<b>Dell Latitude E6440</b>	<b>1,596.00</b>	<b>28.00%</b>	<b>1,149.12</b>	<b>28.00%</b>	<b><a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a></b>
Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000)						
4GB RAM or greater						
500GB 7200 RPM SATA hard drive or greater						
CDRW/DVD+/-RW Combo Drive or better						
Microsoft Windows 7 Professional Compatible						
802.11a/b/g/n integrated wireless						
Energy Star qualified						
14.1 inch screen or greater						

Warranty is three years next day exchange for all laptop models and future models.

Additional types of warranties may be offered on the Services & **Included on unit**  
Warranty tab **price above**

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process.

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals. <http://www.vita.virginia.gov/scm/default.aspx?id=87>

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>15.00%</b>
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Note #3 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes Dell Smart Select Bundles as they are already discounted**

### Thin Client

Intel/ AMD Based

### ESI - Dell

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Thin Client Offering</b>	<b>Wyse D90D7</b>	<b>469.00</b>	<b>12.00%</b>	<b>412.72</b>	<b><a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a></b>
2 USB's					
Firefox or IE Browser					

10/100/100 Base-T
1GB Flash Storage
1GB Memory
USB Keyboard and Mouse
Energy Star Qualified
Windows 7 Professional

Warranty is three years NBD exchange for all Thin Client models and future models.

Additional types of warranties may be offered on the **Included in unit**  
Services & Warranty tab **price above**

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

**\* Excludes Dell Smart Select Bundles as they are already discounted**

### Rugged Laptop

Intel/ AMD Based

## ESI - Dell

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Laptop Offering</b>	Dell Latitude E6420	4,028.00	30.00%	2,819.60	<a href="http://ftpbox.us.dell.com/slg/weekly/dell/pricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dell/pricereport.pdf</a>
Mil-Std 810G Certified					
Intel Core i3-3110M Processor 2.4GHz or greater					
2GB RAM or greater					
320GB SATA hard drive or greater					
Super Multi DVD Drive					
Microsoft Windows 7 Professional Compatible					
802.11a/b/g/n integrated wireless					
13.1 inch screen or greater					
10/100/1000 RJ45					

Warranty is three years NBD Exchange for all Rugged laptop models and future models.

Additional types of warranty may be offered on the **Included in unit**  
Services & Warranty tab **price above**

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

(Was 15%)

<b>Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)</b>	<b>20.00%</b>
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Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes Dell Smart Select Bundles as they are already discounted**

### Android Tablet

### ESI - Dell

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Tablet Offering</b>	<b>Dell Venue 8</b>	<b>308.00</b>	<b>10.00%</b>	<b>277.20</b>	<b><a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a></b>

Dual Core Processor
1GB RAM or greater
16GB Storage or greater
Android 4.0 OS or higher
802.11b/g/n integrated wireless
SD Card Memory Expansion slot
Front and rear camera
7 inch screen or greater

Warranty is three years NBD Exchange for all Android Tablet models and future models. Additional types of warranties may be offered on the Services & Warranty tab

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

<b>Minimum Percentage Discount for Android Tablet Accessories (see note #2)</b>	<b>10.00%</b>
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Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes Dell Smart Select Bundles as they are already discounted**

### Windows Tablets

### ESI - Dell

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Tablet Offering</b>	<b>Dell Venue 8 Pro</b>	<b>369.00</b>	<b>26.00%</b>	<b>273.06</b>	<b><a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a></b>
Intel or AMD Processor	(Was 10%)				
1GB RAM or greater					

16GB Storage or greater
Windows 7 Professional or higher
802.11b/g/n integrated wireless
SD Card Memory Expansion slot
Front and rear camera
8 inch screen or greater

Warranty is three years NBD Exchange for all Window Tablet models and future models.  
Additional types of warranties may be offered on the **Included in unit**  
Services & Warranty tab

price above

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	20.00%
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

(Was 10%)

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**\* Excludes Dell Smart Select Bundles as they are already discounted**

### Servers

Intel/ AMD Based

## ESI - Dell

Minimum Configurations

Tower Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel Xeon E3-1200v2 3.10GHz 8GB Memory 100 GB Hard Drive Onboard SATA DVD Writer No OS installed Gigabit Ethernet Adapter	Dell PowerEdge T320	3,047.00	26.00%	2,254.78	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Rack Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel Xeon E5-2407 2.2GHz 8GB Memory Onboard SATA 100 GB Hard Drive Gigabit Ethernet Adapter No OS installed	Dell PowerEdge R320	3,417.00	26.00%	2,528.58	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

Blade Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel E5-2430 2.2GHz	Dell PowerEdge M520	3,639.00	26.00%	2,692.86	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
8GB Memory					
100 GB Hard Drive					
Gigabit Ethernet Adapter					
No OS installed					

Warranty is three years on-site for all server models and future models.

Additional warranty and services may be offered on the Services & Warranty tab **Included in unit price above**

AMD processors must be at least equivalent to listed Intel processors

Minimum Percentage Discount for Server Accessories (see note #2)	20.00%
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

*\* Excludes Dell Smart Select Bundles as they are already discounted*

## Peripherals

### ESI - Dell

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	A6993974	9.99	7.00%	9.29	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
16 GB	A6829331	10.99	7.00%	10.22	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
32 GB	A7045166	23.99	7.00%	22.31	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
17" LCD	469-3936	149.00	12.00%	131.12	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
19" LCD	P19133Y	179.99	12.00%	158.39	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price

6 Outlet 6ft cord 790 Joule	A0012108	10.99	7.00%	10.22	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
8 Outlet 8ft cord 2500 Joule	A1612583	25.99	7.00%	24.17	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	330-9456	19.99	7.00%	18.59	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	330-9456	19.99	7.00%	18.59	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	331-3761	49.99	7.00%	46.49	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	A2161813	3.99	7.00%	3.71	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

7 ft CAT5e	101186-4	3.99	7.00%	3.71	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
3 ft CAT6	A6923308	3.99	7.00%	3.71	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
7' CAT6	A7011445	5.99	7.00%	5.57	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
HDMI to HDMI M/M 6ft	A7035728	12.99	7.00%	12.08	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	A6874785	89.99	7.00%	83.69	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
500 GB USB 3.0 (portable)	A7048568	74.99	7.00%	69.74	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
2 TB USB 3.0 (external desktop)	A7049911	99.99	7.00%	92.99	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
4 TB USB 3.0 (external desktop)	A6820566	179.99	7.00%	167.39	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1024x768 max digital video resolution	A6584744	34.99	7.00%	32.54	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 max digital video resolution	<b>A6584744</b>	34.99	7.00%	32.54	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>USB Hubs</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
USB 2.0 7 port hub, power supply included	A0149278	29.99	7.00%	27.89	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Mini hub 4 port hi speed USB, no power supply needed	A6991951	10.99	7.00%	10.22	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>A7009359</b>	99.00	7.00%	92.07	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
PC Multimedia speakers system, 2 speakers, subwoofer, 30 watt audio system nominal output power, 2.1 channel speaker system configuration, mini-phone stereo 3.5mm, power supply included	<b>A4092931</b>	399.00	7.00%	371.07	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	A3616033	239.99	7.00%	223.19	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>BE550G</b>	69.99	7.00%	65.09	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>SMT1500</b>	559.00	7.00%	519.87	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
UPS 750 VA power capacity, 16 min battery run time	<b>SMT750</b>	329.00	7.00%	305.97	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

\*\*\*\*Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment

\*\*\*Warranty is manufacturer's warranty for all peripherals

\*\*\*\*Once a supplier wins the peripherals category, their entire catalog of peripherals can be offered to the Commonwealth of Virginia and other public bodies. VITA reserves the right to reject any proposed products during the term of an awarded contract

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
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APC	10.00%
Acer	5.00%
Anthro	10.00%
ASUS	5.00%
Barracuda	10.00%
Belkin	10.00%
Citrix	10.00%
Eaton	10.00%
Epson	5.00%
Kingston	10.00%
Leibert	10.00%
Lifesize	10.00%
Logitech	10.00%
Microsoft	5.00%
Ncomputing	15.00%
NEC	10.00%
Novell	10.00%
Sharp	10.00%
Sony	5.00%
Symantec	10.00%
Targus	10.00%
Tripplite	10.00%

VMWare	10.00%
Simplivity 10%	

### Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Rate
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Network Engineer, Senior	\$	181.00
Network Engineer, Intermediate	\$	161.00
Network Engineer, Junior	\$	134.00
Help Desk Engineer	\$	45.00
PC Technician	\$	50.00
VoIP Engineer, Senior	\$	181.00
VoIP Engineer, Intermediate	\$	161.00
VoIP Engineer, Junior	\$	134.00
Server Application Engineer - Senior	\$	161.00
Server Application Engineer - Intermediate	\$	181.00
Server Application Engineer - Junior	\$	161.00
Directory Services Engineer	\$	134.00
Software/Application Security Services	\$	150.00
Computer Technician	\$	60.25
Tech Writer	\$	75.00
Project Manager	\$	125.00
Microsoft Systems Engineer - Intermediate	\$	150.00
Microsoft Systems Engineer - Senior	\$	175.00
ESI Managed Service Offerings	15% off ESI List Price	
ESI Fixed Price Projects	15% off ESI List Price	
ESI Pre/Post Warranty Services	15% off ESI List Price	
ESI Logistic Services (MAC)	15% off ESI List Price	
ESI PC, Server and Hardware Installation Service	15% off ESI List Price	
All other ESI Services	15% off ESI List Price	